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APPROVAL OF UNDP ASSISTANCE TO A PROJECT OF
CHINA

IPF:(1987-91) $189 499 000

(CPR/91/541) - Improved International Business Management and Administration at the Provincial Level

Date of approval by the AC:[1/]	28 August 1991
Expected duration:	48 months
Proposed executing agency:	Government
Government implementing agency:	China International Center for Economic and Technical Exchanges (CICETE)
Proposed UNDP contribution:	$1 591 000 Source of funds: IPF
Total UNDP budget:	$1 591 000

Project background

While statistics indicate that China's (and more particularly, Shandong and Jiangxi's) foreign economic relations are advancing in a rapid fashion, closer examination reveals that growth over the past few years has been accompanied by the emergence of several structural and operational weaknesses. None is more evident than the lack of an adequate understanding among Chinese foreign business practitioners of international commercial concepts, systems and processes, practices and procedures. The vast majority of officials now responsible for the management of foreign economic relations and trade at the provincial level worked previously either in non-economic sectors or in state-owned, collective industries/enterprises. These officials are consequently unfamiliar with the operations of corporate organizations whose viability relies on market forces.

The provincial training organizations available to these practitioners do not have the competence to provide the specialized, applied training that is needed. The absence of training capacity at the local level will hamper the continued rapid development of trade, foreign investment and other international relationships. Efforts to correct the situation have, to date, be directed to longer-term issues of improving the pre-career training available at university and training institutes. To seek improved International Business Management and Administration at the Provincial Level, the Government has requested UNDP assistance under the present approval.

Description of project

The long-term objectives of the project are to: (a) create a full-time in-house

[1/] **This Fact Sheet reflects the status of the project/revision at the time it was approved by the Action Committee; modifications to the project/revision may have occurred subsequently.**

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capacity within both the Shandong and Jiangxi Training Centers to design, manage and take the main responsibility for the conduct of general and specialized in-career training in international business; and (b) supplement each Center's in-house training capacity with part-time trainers (drawn from the operational managers involved with trade issues) capable of, committed to providing the more specialized training required. The immediate objectives of the project are to: (a) enable the Centers to each represent tested models which may be refined for possible application in other provinces; (b) train full-time and part-time trainers; (c) reinforce appropriate managerial and planning systems, local training materials development, and linkages between each center and local business community; (d) design and test high-priority training programmes as foundation for each center's activities; (e) disseminate an analysis of each of the above components to other training centers; and (f) plan, co-ordinate and implement functions of the Project Management Committee chaired by CICETE.

Inputs

UNDP will provide 28.3 work-months of international expertise in training and course design for Basic Foundation Course in International Business plus specialized training in training needs analysis, business analysis, management, case writing, training methods, internships placement, and specific business topics; 74.5 work-months for national trainers in similar topics including 42.5 work-months for specific business topics; sub-contracts for five short-term specialized executive-level training programmes in Hong Kong and Singapore in business management; group training and study tours on management of training institutions, business research/internship and business contacts; and training equipment and materials for training centers.

Financial data

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Personnel	511 700
Subcontract	250 000
Training	560 000
Equipment	269 300
Total	1 591 000

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